

# Mr. WAKE Soichiro

**Executive Officer,  
Deputy General Director,  
Japan Freight Railway Company**



He has more than 30 years of experience in Sales section at JR Freight. He firstly being appointed as a sales staff at Umeda station, Kansai branch in 1990, then consistently been promoted along his career path as a Sales Chief at Railway Business Headquarters, Sales Branch Manager in Yamaguchi branch and Osaka branch respectively, a Sales Department Senior Manager in Logistics Headquarters, then became a General Manager in Sales Department at Railway Business Headquarters in 2016.

In 2019, Mr. Wake was temporarily transferred as a President to Japan Freight Liner Co., Ltd. (JR Freight's railway forwarder subsidiary) then relocated back to JR Freight and appointed as an Executive Officer and General Manager of the Sales Department, Railway Business Headquarters in 2021. Shortly thereafter, Mr. Wake has been promoted as a Deputy General Director of Railway Business Headquarters since June 2022, and currently responsible for Domestic Sales and Overseas Business.